

Message Text

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ACTION ARA-10

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FM AMEMBASSY CARACAS

TO SECSTATE WASHDC 5518

UNCLAS CARACAS 8239

E.O. 11652: N/A

TAGS: ETDR, BEXP, VE

SUBJ: CONTRACTING WTDR WORK-CCP FOR VENEZUELA FY 1975

REF: STATE 162728, CARACAS A-147 6/27/74

SUMMARY

EMBASSY HAS SURVEYED COMMERCIAL REPORTING COMPANIES IN CARACAS AND HELD DISCUSSIONS WITH THE THREE JUDGED MOST QUALIFIED TO UNDERTAKE WTDR CONTRACT WORK. DUN & BRADSTREET AND ORGANIZATION LOPEC ARE FELT TO BE COMPETENT TO PROVIDE MOST INFORMATION IN WTDR FORMAT. EMBASSY HAS RESERVATIONS ABOUT OFICINA TROCONIS' ABILITY TO PERFORM SATISFACTORILY END SUMMARY.

1. FOLLOWING COMPANIES SUBMITTED INDICATED PRICE DATA:

	DUN & BRADSTREET	OFICINA TROCONIS	ORGANIZACION LOPEC
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INITIAL NUMBER

OF REPORTS TO

BE CONTRACTED	1000	1000	1000
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UNIT PRICE	\$10.91	11.68	13.50
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ADDITIONAL COST

WHEN OUT OF TOWN	\$5.46	8.18	8.18
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PERCENT OF REPORTS OUT

OF TOWN	\$31	31	31
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ESTIMATED ANNUAL

BASIC COST	\$10,910	11,680	13,500
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ESTIMATED ANNUAL

ADDITIONAL COST

(31PERCENT OUT			
OF TOWN)	\$1,693	2,536	2,536
ESTIMATED TOTAL			
ANNUAL COST	\$12,608	14,216	16,036

2. DUN & BRADSTREET OFFERS A SOUND REPORT PROVIDING MOST INFORMATION REQUIRED FOR WTDRS. ITEMS WHICH WOULD HVE TO BE SUPPLIED BY EMBASSY INCLUDE REPRESENTATIONS, U.S. TRADE REFERENCES, AND NAMES OF BANKS. COMPANY GUARANTEES TEN DAY SERVICE ON REPORTS IN CARACAS AREA, 24 DAY SERVICE ON THOSE OUTSIDE METROPOLITAN AREA. FILES AND METHODS OF OPERATION APPEAR THOROUGH. DUN & BRADSTREET IS WILLING TO ENTER AGREEMENT WITH EMBASSY FOR THREE MONTH TRIAL PERIOD WITH THE NUMBER OF REPORTS CONDUCTED CHARGED AT 1,000 LOT RATE.

3. OFICINA TROCONIS IS AN OLD AND FORERLY HIGHLY REGARDED COMPANY IN COMMERCIAL SERVICES FIELD. TOUR OF COMPANY'S OPEATIONS LEFT IMPRESSION THAT STAFF AND FILES ARE NOT SUFFICIENTLY ORGANIZED TO SUSTAIN RELIABLE PERFORMANCE. INFORMATION IS MORE SKETCHY THAN THAT PROVIDED BY COMPETITORS. TROCONIS STATES REPORTS COULD BE DELIVERED IN MAXIMUM OF SIX DAYS BUT EMBASSY DOUBTS COMPANY'S ABILITY TO MEET THIS TARGET. NO CONCESSION ON RATES FOR TRIAL PERIOD WOULD BE AVAILABLE AND MINIMUM CONTRACT WOULD RUN ONE YEAR.

4. ORGANIZACION LOPEC OFFERS BEST PRODUCT OF THOSE COMPANIES CONTACTED. ITS REPORT COVERS VIRTUALLY ALL ITEMS NEEDED IN WTDR. COMPANY MAINTAINS EXTENSIVE FILES WITH INFORMATION DEMANDED BY SUCH DIVERSE CLIENTS AS BANKS, CREDIT CARD COMPANIES, AND MAJOR COMMERCIAL FIRMS. DELIVERY OF REPORTS IS PROMISED WITHIN SEVEN DAYS FOR CARACAS FIRMS AND 21 DAYS FOR THOSE OUTSIDE THE CAPITAL. LOPEC WOULD AGREE TO 20PERCENT DISCOUNT WHICH IS ALREADY CALCULATED IN COMPANY'S RATES ABOVE, AND IT IS AMENABLE TO THREE MONTH TRIAL PERIOD WITH REPORTS CHARGED AT 1,000 UNIT RATE.

5. POSSIBLILITY OF CONTRACTING WTDR WORK TO FREE-LANCER HAS PROVEN ILLUSORY. IT IS DOUBTFUL THAT ANY INDIVIDUAL
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COULD PERFORM THE TASK AT REASONABLE PRICES SINCE IT ENTAILS EXTENSIVE FILES WITH COMMERCIAL AND LEGAL DATA, TRAVEL TIME AND EXPENSE, AND THE EXISTENCE OF NUMEROUS CONTACTS.

6. EMBASSY URGES DEPARTMENT'S CONSIDERATION OF EITHER DUN & BRADSTREET OR LOPEZ FOR WTDR CONTRACT. BOTH HAVE PRELIMINARILY AGREED TO THREE MONTH TRIAL PERIOD WHICH EMBASSY FEELS IS IMPORTANT TO ASSESS PERFORMANCE AND ADVANTAGES OF ARRANGMEMENT. WTDR-RELATED WORK WOULD

CONTINUE TO FULLY OCCUPY ONE PERSON IN ASSIGNING, MONITORING, GATHERING SUPPLEMENTARY DATA, AND EXECUTING PROBLEM WTDRS AT ESTIMATED ANNUAL RATE OF 200. HOWEVER, BY CONTRACTING WTDRS, OTHER INDIVIDUAL IN TWO PERSON UNIT COULD BE FREED TO BEGIN MARKET ANALYSIS SECTION AS OUTLINED IN CCP

7. IF DEPARTMENT CONCURS IN PROPOSAL FOR THREE MONTH TRIAL, \$3,152 (IN CASE OF DUN & BRADSTREET SELECTION) OR \$4,009 (IN CASE OF LOPEC) WILL BE REQUIRED TO SET PROJECT IN MOTION. EMBASSY WOULD CONTROL ALLOCATION OF REPORTS TO ASSURE THESE FIGURES ARE NOT EXCEEDED WITHIN PERIOD OF EXPERIMENT.

8. EMBASSY WOULD BE REMIS IF IT DID NOT EMPHASIZE THAT IN EVENT OF CREATION OF MARKET ANALYSIS UNIT ITS ADDITIONAL SECRETARIAL WORK COULD NOT BE SUPPORTED UNDER EXISTING STAFFING ARRANGEMENT. IN COMMERCIAL SECTION. WTDRS ARE PREPARED FOR TRANSMISSION BY SPECIALISTS WHO DRAFT THEM AND THIS PRACTICE WOULD CONTINUE UNDER PROPOSED CONTRACTING ARRANGEMENT. FINAL TYPING AND PREPARATION OF MARKET ANALYSES COULD NOT BE ADDED TO PRESENT SECRETARIAL BURDENIN THE SECTION. MCCLINTOCK

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